



Torino Capital & Africa Bridge Capital Management Capability Deck

Torino Capital LLC and Africa Bridge Capital Management

Torino Capital LLC (“TC”) and Africa Bridge Capital Management (“AB”) have teamed-up to deliver top tier, integrated investment banking services to African entities seeking to access the global credit and capital markets.



The TC/AB working relationship is fruit of the shared vision and passion of our founders and CEOs, Victor Sierra (TC) and Clement Aghayere (AB), to be key players in promoting the sustainable growth, development and wealth of the countries and peoples of Africa and Latin America.

Torino and Africa Bridge Overview:



- **Torino Capital is an investment bank and FINRA registered broker-dealer dedicated to Emerging and Frontier markets, focused on corporate advisory and debt capital markets: origination, structuring, sales and trading. Torino is headquartered in New York with representatives in Buenos Aires and Quito.**
- **Torino Capital's highly experienced team has a broad and deep network of private and public sector contacts and access to an extensive investor base across hedge funds, mutual funds, pension funds, wealth managers, private banks, family offices and banks in the US, Europe, Asia and Latin America.**



AFRICA BRIDGE CAPITAL MANAGEMENT

- **London-based Africa Bridge Capital Management is a premier advisory firm focused on raising debt and equity for African financial institutions and corporations.**
- **AB is a recognized player across Africa for its expertise in debt and equity funding capabilities and for providing M&A and corporate advisory services to its clients.**
- **AB has strong ties to leading financial institutions and a special relationship with the Bank of China.**

Torino and Africa Bridge Overview:



AFRICA BRIDGE CAPITAL MANAGEMENT

The TC/AB team provides clients with quality execution in the global financial markets.

From working closely with issuers in identifying the financing structure that best suits their requirements and capabilities, to documentation and distribution via our investor network — TC/AB is there with you, every step of the way, from start to finish.

Torino Capital and Africa Bridge:

INTEGRATED SERVICES:

Debt Capital & Credit Markets:

- Debt Financing:
 - 144A /Reg. S Bonds
 - Euro-Commercial Paper
 - Structured Notes
 - Private Placements
 - Commercial Bank Loans
 - DFI funding
- NPL Disposition
- Private Equity
- Acquisition Financing

Corporate Advisory:

- Mergers and Acquisitions
- Restructurings
- Risk Management
- Capital Structure Optimization
- Asset and Liability Management

Torino and Africa Bridge:

SALES AND TRADING:

Institutional Account Coverage:

The sales team transacts emerging markets bonds issued by sovereigns, financial institutions and corporates, local currency debt, dual currency bonds, short-term instruments, loans, structured products and derivative structures and has access to over 500 of the largest investors in emerging markets:

- **150 Mutual Funds, Pension Funds and Asset Managers**
- **150 Hedge Funds**
- **200 Private Banks, Commercial Banks, Wealth Managers and Family offices**
- **150 Regional and US-based broker dealers and US based broker dealers**

Our core investor-base is domiciled in the United States, Europe and Asia, and is complemented by select Emerging Markets-based investors.

TC/AB Capabilities:

- The AB and Torino teams hail from top global financial institutions, including: Deutsche Bank, ABN Amro, ING, Standard Bank of South Africa, HSBC, Nomura, Commerzbank, Natixis, Credit Suisse, Barclays and Morgan Stanley.
- During their careers, the AB and Torino team members have worked on large-scale private equity deals, loan financings and debt issues for numerous supranational organizations, banks, corporates and sovereigns in Africa and Latin America:



Select Transactions that TC/AB members have been involved in:

EQUITY:

- **US\$2.5bil** **IPO for YPF, Argentina**
- **US\$160mm** **Convertible preferred equity for Nigerian Bank**
- **US\$80mm** **Blue Financial Services, South Africa**

DEBT:

- **US\$1.3bil** **Pemex, Mexico**
- **US\$1bil** **Republic of Argentina**
- **EUR800mm** **Federative Republic of Brazil**
- **US\$500mm** **JBS, Brazil**
- **US\$500mm** **Bavaria, Colombia**
- **US\$400mm** **TIGO, El Salvador**
- **US\$400mm** **NET, Brazil**
- **US\$300mm** **Republic of Uruguay**
- **US\$300mm** **Bilateral loan for AFREXIM BANK**
- **CHF250mm** **Banco do Brasil**

TC/AB Mission Statement:

OUR MISSION:

To provide our clients with exceptional service and execution to promote their growth, prosperity and success.

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Appendix: TC/AB Top Executives:

TORINO:

CEO: Victor Sierra p 13

Lead Banker: Erik Berg p 15

Executives:

Rodrigo Espirito Santo	p 20
Maurice Batista	p 20
Joao Korngold	p 21
Rudy Sanchez	p 21
Jaime Rodriguez	p 22
Guadalupe Soros	p 22
Amit Sardar	p 23

AFRICA BRIDGE:

CEO: Clement Aghayere p 14

Executives:

Femi Odumabo	p 16
Taiwo Onitiri	p 16
David Howe	p 17
George Seftelis	p 17
Caleb Gibbons	p 18
Jack Munt	p 18
Srihar Belur	p 19

The Torino CEO:



Victor Sierra, Chairman & CEO

Mr. Sierra, a founding partner of Torino, has more than 25 years of experience in the Financial Markets. He worked for ten years for ABN Amro Bank in New York, first as trader for the EM Latin American Portfolio and later as Director for EM Fixed Income Sales for Latin America. Mr. Sierra subsequently moved to Dresdner Bank as the head of the EM Retail Solution Team for the Americas. In addition to his leading role at Torino, Mr. Sierra is deeply committed to the development of the Latin American region and participates in various political advisory and regional developmental groups. He is recognized by Torino clients and the investment community in general as a leading authority providing investment insights regarding the region.

From the CEO:

“Firstly we strive to provide our clients with personalized, honest and exceptional service. We also stand by our clients, are committed to their success and value the business they entrust to us. Secondly, we are deeply committed to the sustainable development of the emerging and frontier markets in Latin America, Africa and throughout the world. We hope our tireless work with companies, multinational organizations and governments in these countries will have a positive affect, helping them grow and making the world a better place.” Victor Sierra

The Africa Bridge CEO:



Clement Aghayere, Founder and CEO.

Mr. Aghayere is an emerging and frontier markets specialist and has spent the last 17 years dedicating himself to sourcing funds to assist African companies and the peoples of Africa in reaching their growth and prosperity objectives. Before founding Africa Bridge Capital Management, Mr. Aghayere was a Partner and SVP Africa at Brigg Capital Mayfair London, later renamed Brigg Macadam Belgravia London, UK. Prior to that he was Managing Partner at CapJ, a boutique advisory firm focused on private equity transactions in Sub-Saharan Africa. Mr. Aghayere also has extensive experience in the oil and gas sector, having headed the Oil & Gas Africa Desk at Nova Capital Partners in New York. At Africa Bridge Capital Management, Mr. Aghayere arranged and executed the Bank of China's first financial institution transaction on the African continent--a USD\$300mm Bi-Lateral Loan facility with the African Export Import Bank (AFREXIMBANK), Cairo.

From the CEO:

"Africa Bridge is a London-based firm dedicated to bringing the businesses and projects in the continent of Africa to the international capital markets." Clement Aghayere

TC/AB Lead Banker for EBID:



Nils Erik Berg, Managing Director, Capital Markets

Mr. Berg has over 25 years of experience in international capital markets. He has worked in senior capital markets roles in New York at Deutsche Bank, ING, ABN Amro, Standard Bank of South Africa, Commerzbank, and Natixis, responsible for debt origination across Latin America including new bond issues, debt restructurings, debt buybacks and public and private sector debt exchanges. Mr. Berg has a deep understanding of the issues facing regional issuers and is a trusted advisor to a number of companies based in Latin America. His familiarity and dialogue with issuers, investors, ratings agencies and law firms enables him to correctly identify, coordinate, structure and execute optimal transactions for Torino's clients. Mr. Berg is a graduate of Wesleyan University, Connecticut and holds an MBA from the IAE /Universidad Austral, Buenos Aires.

The AB Team:



Femi Odumabo, Director, Oil and Gas Advisory

Before joining AB, Mr. Odumabo spent over 30 years in oil field management at Chevron Nigeria, Limited acting in various capacities including Asset Operation and Management, Product Sales Contracting and Operations and Policy—Govt. and Public affairs. Prior to joining AB, he was designated as Regional Vice President, African Business Development for Chevron Africa and Latin America Exploration and Production. He is a Fellow of the: Nigerian Society of Engineers, Nigerian Society of Mechanical Engineers, Council of Registered Engineers of Nigeria and of the Society Petroleum Engineers. Mr. Odumabo holds a BSc and MSc in Mechanical Engineering from the University of Lagos, Nigeria.



Taiwo Onitiri, Director, Head of Execution & Corporate Origination, Nigeria.

Mr. Onitiri is a Registered Surveyor/Valuer and an Associate of the Nigerian Institute of Estate Surveyors & Valuers. He has over 13 years of experience in banking as a financial consultant for Standard Chartered Bank and as Head of Retail and Senior Investment Analyst at Skye Bank where he managed a \$300mm real estate portfolio. Mr. Onitiri is a member of the Nigerian-American, Nigerian-British and the Nigerian-South African Chambers of Commerce and serves on the boards of Bols/Gloryland International Schools and Sunbo Onitiri Holdings. Mr. Onitiri holds a BSc Degree in Estate Management from Obafemi Awolowo University, Ile-Ife and a Masters Degree in Real Estate Economics and Corporate Finance from London School of Economics.

The AB Team:



David Howe, CFO

Mr. Howe is an accomplished International Business and Accounting Finance Director with significant experience that spans over 2 decades. He has been CFO or interim CFO at various companies, including: Essel Group ME JV with Simba Energy Canada and Gensource Canada, Britannia U, Lagos, Ladol Integrated Logistics FZE, Lagos and Tate Petroleum Ltd. Mr. Howe is proficient at financial reporting, tax management, budget and cash flow preparation, corporate recovery, change management, process mapping, ERP Implementation and internal audit. He holds an MBA and BSc in Economics from ACMA.



George Seftelis, Senior Vice President, Corporate Advisory, Structured Debt & Capital Markets, EMEA

Mr. Seftelis has 25 years of African banking experience. At Afreximbank Cairo, Mr. Seftelis was Business Development Associate Manager and Management Specialist. There, he originated, evaluated, recommended and negotiated trade and project finance deals in Africa--with focus on telecoms, financial institutions and oil and gas sector companies. He was also Deputy Managing Director for Egyptian consultant company, Investment Support and Development in Cairo where he advised African companies on suitable capital raising methods and assisted them with their growth plans. He holds an MSc, Mechanical Engineering degree from National Technical University of Athens and an MBA from the CASS Business School in London, UK.

The AB Team:



Caleb Gibbons, CFA, SVP Syndications Debt Capital Markets Japan, Singapore & Asia Pacific. Based in Tokyo, Mr. Gibbons is a Senior Capital markets professional responsible for originating transactions in the Asian markets. Mr. Gibbons has 25 years of experience in international banking and is proficient in debt transaction structuring, debt trading and portfolio management. He has worked as Director of Institutional Solutions at Scotiabank and held various senior positions at The Royal Bank of Canada in the US and Asia, including Head of Fixed Income Derivatives Sales and Director of Capital Markets. He holds a degree in Business Administration, Accounting and Finance from Cape Breton University and an MBA from Dalhousie University.



Jack Munt VP, Global Head of Strategic Partnerships and Institutional Management .

Mr. Munt provides global client relationship management and consulting services in support of AB's global expansion objectives. Mr. Munt is responsible for uncovering business opportunities and potential business partners to secure short term and long-term revenue opportunities for the firm. Prior to joining AB, Mr. Munt was an executive recruiter based in NY, for the financial services industry. He has 30+ years of experience developing relationships in the global financial services/investment banking sector. Mr. Munt holds a BA in Psychology, Philosophy and History of Religion from the University of Vermont.

The AB Team:



Srihar Belur, Strategic Partner, Africa Sovereigns and Special Situations

Mr. Belur is responsible for building relationships with African sovereigns and consolidating special situations for AB. Mr. Belur was previously involved in consulting services in financial services for cross border investments. He has a banking and credit background and has worked in various Indian financial institutions, including the State Bank of India as Manager for Mid and Large Corporations. He holds a Bachelor of Engineering (BE) Mechanical Engineering from RV College of Engineering.

The Torino Team:



Rodrigo Espirito Santo, Managing Director, Head of Sales

For over 25 years Rodrigo has been providing valuable insights and perspectives to investors in the emerging markets fixed income, FX, local rates, derivatives, structured products and alternatives space. During his career Mr. Espirito Santo developed highly successful EM fixed income distribution businesses for market players such as Paribas, UBS, Commerzbank and Credit Agricole. At Santander he was responsible for executing the build-out of the FX and local markets business to US clients. At BBVA Securities, he was Director and Head of Sales for EM fixed income, FX, Local Markets Fixed Income and co-headed Alternative Investment structured product sales. He is an Economics and Business graduate from Lafayette College and holds an MBA from Columbia Business School.



Maurice Batista, Director, Sales

Mr. Batista has over 20 years of experience in financial services, with a focus on global emerging markets. Prior to joining Torino Capital, he worked in EM institutional sales at Stifel Financial. Previously, at Renaissance Capital Securities, Mr. Batista headed FICC sales in New York, focusing on Russia, the CIS and Africa. He began his career in emerging markets at Chase Securities and has also worked in sales at BBVA and Cantor Fitzgerald. Prior to working in Institutional sales, Mr. Batista worked in JP Morgan's Private Bank where he covered high net worth investors from Latin America and Canada. Mr. Batista holds an MBA from NYU Stern School and a BA in Political Science from UCLA.

The Torino Team:



João Korngold, Managing Director, Sales

Mr. Korngold has 30 years of experience in international financial markets, beginning at Banco Bozano Simonsen in Brazil, then as EM Fixed Income Trader at Latinvest in London from 1993 to 1996, moving to New York in 1996 as a trader for Bozano, Simonsen Securities and was designated principal at the Miami branch 1998 to 2000. He then worked for Banco Santander in New York in EM Fixed Income Sales and as Executive Director, was co-head of Sales from 2007-2012. From 2012 to 2014 Mr. Korngold was an Executive Director and Head of EM sales at BNY Mellon and from 2014 to 2020 he was Managing Director at Cantor Fitzgerald, Exotix and Planner Securities, in EM sales and trading. He holds a Civil Engineer degree with an MBA in Business from Universidade Mackenzie in São Paulo, Brazil.



Rudy Sanchez, Director, Sales

Mr. Sanchez has 20 years of experience in financial markets and Latin America. At Laidlaw Global Securities Mr. Sanchez was part of the Institutional Sales and Trading team covering Latin American and European institutional accounts. He then moved to Westminster Securities Sales and Trading team and was involved in NYSE floor trading and NASDAQ market making. He later joined Latam Investments selling securities into Latin America-based clients and at Tullett Prebon was on the inter-bank dealer risk arbitrage desk. Most recently, Mr. Sanchez was at iintoo, as sales manager dealing with Latin American clients. Mr. Sanchez holds an MBA and BS in Business from Binghamton University.

The Torino Team:



Jaime Rodriguez, Managing Director, Investment Banking

Mr. Rodriguez has 20 years of experience in structuring debt products, structured loan transactions, commodities structured notes and derivatives products at ABN Amro, HSBC, and BTG Pactual. He has in-depth knowledge of derivatives, financing instruments and of various accounting and regulatory environments in Latin American markets. Having built structuring businesses from the ground up, Mr. Rodriguez has been tasked with developing and implemented strategic plans, credit approvals processes and launching new product additions at various banks. Mr. Rodriguez previously served as the Corporate Risk Manager for Petroleos Mexicanos. Mr. holds a Bachelor of Science in Chemical Engineering from the Universidad Iberoamericana Ciudad de México.



Guadalupe Soros, Managing Director, Debt Restructuring

Ms. Soros has 15 years of combined Energy & Finance experience. Before joining Torino, Ms. Soros was in the Financial Restructuring group at Houlihan Lokey focusing in the Energy sector, where she worked advising companies and creditors on financing, M&A, pre-arranged reorganizations, and Chapter 11 bankruptcy cases. Earlier in her career, Ms. Soros was a Credit Derivatives Structurer at HSBC, where she executed structured transactions making use of derivatives, special purpose vehicles, ring-fenced structures, and arbitrage opportunities. Ms. Soros started her career as an engineer for Panamerican Energy, BP's affiliate in Argentina. Ms. Soros holds an MBA from Columbia University and graduated as a MSc in Economics of Oil and Gas and as an Industrial Engineer from Instituto Tecnológico de Buenos Aires (ITBA).

The Torino Team:



Amit Sardar, Managing Director, Capital Markets Structuring and Analysis

Mr. Sardar has more than 12 years of experience with Latin America at various global financial institutions. He held positions as Executive Director of Structured Credit Trading at Nomura Securities, Director of Credit Solutions at Commerzbank, and Vice President of Emerging Markets Trading for Latin America at Deutsche Bank. Mr. Sardar holds a master's degree in Financial Engineering from Carnegie Mellon University and an MBA in Finance from the XLRI Management School.

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